

Message Text

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TAGS: PFOR, BU, US

SUBJECT: BULGARIA PLANS CONSULATE IN CHICAGO

1. AUDREY LUKANOV, FIRST VICE MINISTER FOREIGN TRADE, IN MEETING WITH JAMES INGERSOLL, VICE PRESIDENT BORG-WARNER CORPORATION APRIL 22, MENTIONED THAT BULGARIA PLANS TO OPEN A CONSULATE IN CHICAGO AS SOON AS POSSIBLE. HE SAID HE THOUGHT SUBJECT HAD ALREADY BEEN RAISED IN WASHINGTON FOLLOWING SIGNING OF CONSULAR AGREEMENT BUT THEN NOTED THAT PROPOSAL MIGHT AWAIT ARRIVAL OF AMBASSADOR-DESIGNATE POPOV.

2. ACCORDING TO LUKANOV PRIMARY MISSION OF CONSULAR OFFICE WOULD BE TO DEVELOP TRADE. IN ADDITION TO COMMERCIAL STAFF, LUKANOV SAID THEY WANTED TO HAVE QUALIFIED TECHNICAL PERSONNEL SUCH AS ENGINEERS WHO COULD MAKE CONTACTS WITH IMPORTANT INDUSTRIES IN CHICAGO AREA. INGERSOLL, WHO IS VICE PRESIDENT OF CHICAGO TRADE CENTER, SAID HE WELCOMED ALL FOREIGN REPRESENTATION IN CHICAGO AND PROVIDED U.S. AGREED, WOULD DO ALL HE COULD TO INTRODUCE BULGARS TO BUSINESS COMMUNITY.

3. COMMENT: THIS IS FIRST WE HAVE HEARD OF PLANS TO
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EXPAND BULGARIAN CONSULAR REPRESENTATION IN U.S. THEY
HAVE EXPANDED CONTACTS WITH CHICAGO-BASED COMPANIES

FOLLOWING LUKANOV'S VISIT IN SUMMER OF 1973, AND EFFORT TO ESTABLISH CONSULATE FITS IN WITH THEIR DESIRE TO PUSH TRADE WITH U.S. BULGARIAN REPRESENTATION IN CHICAGO WOULD PROBABLY ASSIST SALES OF U.S. GOODS AND WOULD HELP TO ADVERTISE OPPORTUNITIES AVAILABLE TO U.S. BUSINESS IN BULGARIA.

4. INGERSOLL MEETINGS IN BULGARIA, BY THE WAY, WERE QUITE SUCCESSFUL AND HE APPEARED HOPEFUL THAT PRESENT LEVEL OF BORG-WARNER BUSINESS (\$500,000) COULD BE QUICKLY EXPANDED. IN ADDITION TO MEETING WITH LUKANOV, INGERSOLL RECEIVED BY DIRECTORS-GENERAL OF TECHNOCOMPLEKT, BALKANCAR, AVTOIMPEX, AND MASCHINOEXPORT. BULGARIANS INTERESTED IN PURCHASE OF COMPONENTS FOR HYDRAULIC CLUTCHES, AUTOMATIC TRANSMISSIONS AND AXLES FOR ELECTRIC CARS AND DIESEL TRUCKS, AS WELL AS SPECIALIZED REFRIGERATION EQUIPMENT. INGERSOLL SAID HE SAW A WIDE AREA OF POTENTIAL COOPERATION AND INTENDS TO SEND BORG-WARNER TEAM OF ENGINEERS TO BULGARIA SHORTLY TO IDENTIFY SPECIFIC PROJECTS ON WHICH TO BID.
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